

Diminishing Manufacturing Sources and Material Shortages Program

Defense Manufacturing Opportunities

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Automation Alley Defense Operations DMSMS Activities

- National need
- Core competencies
- Current projects
- Near - term projects



The National Need

“Reset and prepositioned stock replacement are two crucial issues for maintaining readiness. We need to reset equipment that is lost in combat and repair or replace equipment degraded by wear and tear, with full restoration not expected until years after Operation Iraqi Freedom (OIF) and Operation Enduring Freedom (OEF) are completed. Ensuring funding for related activities, such as depot operations, is essential for maintenance of the force. And the enormity of the equipment and unit reset challenge, as we withdraw from Iraq and increase efforts in Afghanistan, will require continuous review of our joint requirements and timelines. In the mid to long term, it is imperative that we have a robust industrial base with sufficient manufacturing capability and capacity to preserve our technological edge and provide for the reset and recapitalization of our force.”

*Admiral Mike Mullen, Chairman of the Joint Chiefs of Staff,
Assessment of the 2010 Quadrennial Defense Review (QDR)*

TACOM LCMC/Automation Alley Link

*“The joint TACOM Life Cycle Management Command (LCMC), TARDEC and Automation Alley Contract ensures **an efficient and timely response to parts issues by identifying qualified manufacturers and suppliers.** This identification allows the TACOM LCMC to reduce the response time to the warfighter and improves equipment readiness.”*

Major General Kurt Stein
Commanding General, TACOM

Automation Alley Defense Operations

Core Competencies

- Manufacturing/Industrial base capability, trend, and risk knowledge
- Repair part analysis and data mining capability for families of vehicles.
- Locating and vetting suppliers for specific components or manufacturing technology
- Reverse engineering (TDP's) sourcing and administration to provide replacement parts and software
- Customer Relationship Management (CRM) tool – manufacturer's contact information and integrated communication capability
- Demonstration of First Article Test (FAT) and test planning and support
- Technical competencies in many mechanical/electrical areas
- Timely results at a fair price

Customer Relationship Management Tool

- TACOM LCMC Industrial Database
 - Created specifically for TACOM's use – over 20,000 company records
 - Adds capability and contact information to commercially available data
- Web Portal option
 - Allows companies to opt-in to our database and captures their company capabilities and contact information
- Geo Tech / Google Earth visual tool solution
 - Enables a map view of any geographic solution

TACOM Industrial Database

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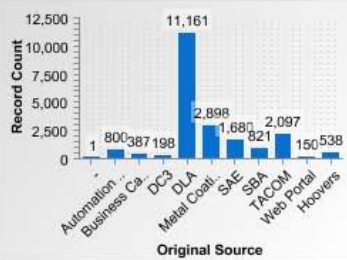
All Companies



Record Count

20,731

All Companies by Original Source



Original Source	Record Count
Automation Alley	1
Business Card / Trade Show	800
DC3	387
DLA	11,161
Metal Coating Companies	198
SAE	2,898
SBA	1,680
TACOM	821
Web Portal	2,097
Hoovers	150

Original Source

All Companies by SOURCE

SOURCE	Record Count
Automation Alley:	845
Metal Coating Companies:	3,689
DC3:	386
DMSMS Portal:	183
Business Card / Trade Show:	451
SAE:	1,983
SBA:	989
TACOM:	2,745
DLA:	11,161

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Diminishing Manufacturing Sources and Material Shortages

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Company Classification

Industry

Small Business Designation

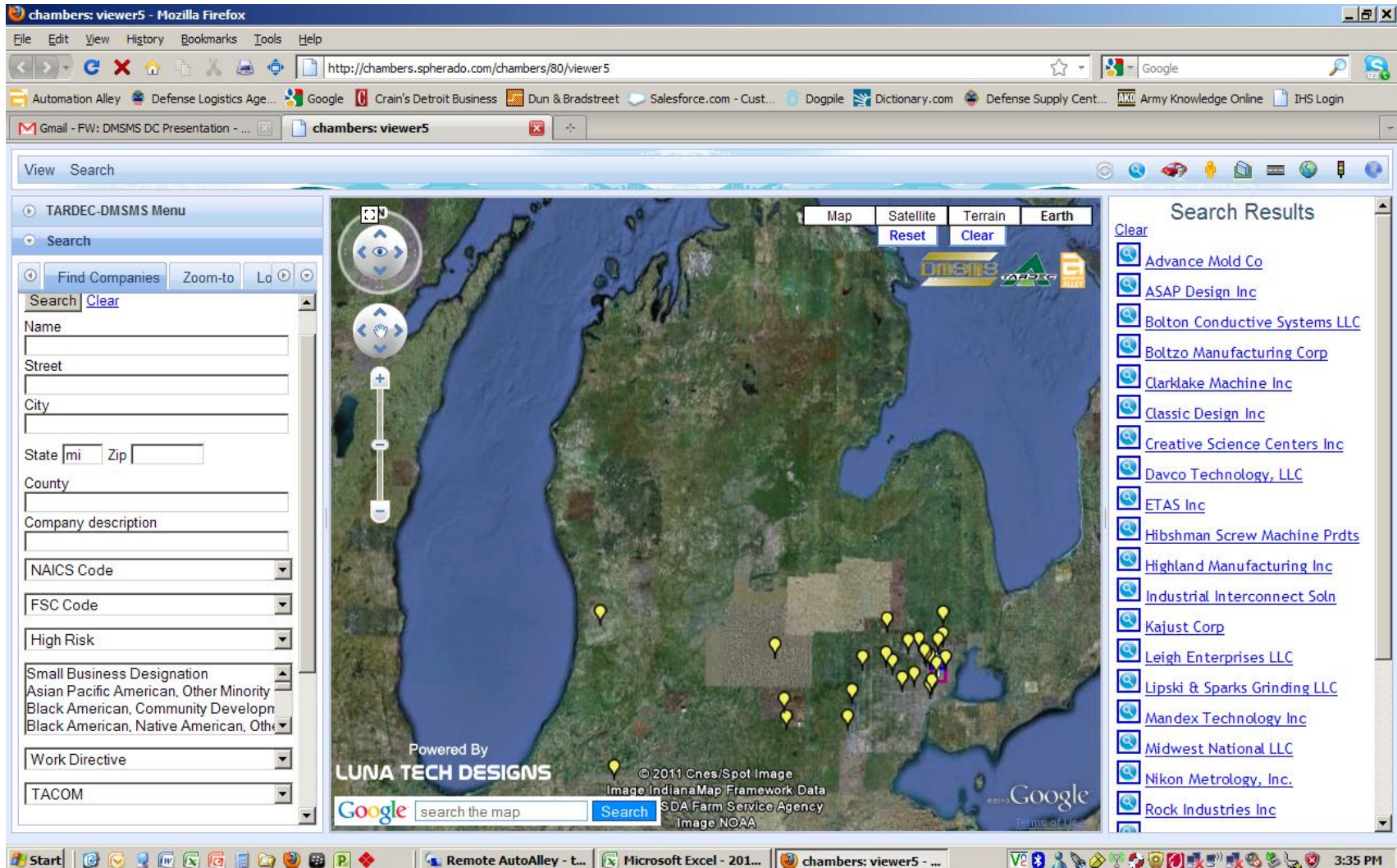
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GeoTech / Google Earth Example



All MI-based TACOM suppliers that are HIGH financial risk

Current Year Plans

- More reverse engineering projects on varied components
- Supplier recommendations for sole-source components
- More detailed vehicle Sustainment Engineering Risk Assessment (SERA) studies for TACOM systems
 - Document fact-based evidence of risk
 - Addresses supplier base diminishing, financial health risk, market risk, environmental risk, safety risk, configuration risk, cost of repair risks
 - Provide data for platform and / or strategic manager use
- Expand beyond TACOM to other Defense Agencies such the Defense Logistics Agency (DLA), Navy, and Air Force

Automation Alley Defense Operations

- Questions?